HEALTHTECH INNOVATION DAYS

Annual European event

by HealthTech For Care

HealthTech Innovation Days

October 24&25 2023

HealthTech Space - Paris

A look back on all conferences and HTID#5 key points

750 participants

13 conferences &
3 keynotes

More than
60 speakers

2nd edition of
our pitch session

174 selected
Healthtech companies

250 investors

HEALTHTECH
INNOVATION DAYS
Annual European event
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Organized by

HealthTech For Care
Non-profit organisation

The European Forum: HealthTech Innovation Days

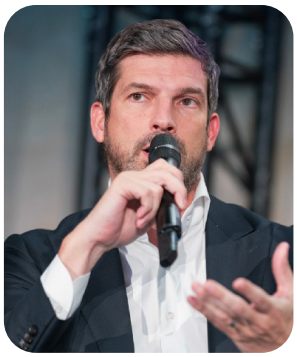
Interview with Maryvonne Hiance, Honorary President of HealthTech For Care,

I am delighted with this fifth edition of HTID! This European event in Paris has become crucial since we now have a significant number of Europeans attending, with strong support from prominent European figures from the European Commission, the European Investment Bank, and the European Investment Fund.

We always have the high patronage of the President of the Republic and strong support from the French government, as Minister Olivier Becht was present at the opening. The discussions are very intense, and there is a real attractiveness beyond these physical exchanges; there are also many one-to-one meetings inside the Palais Brongniart, and it's fantastic.

All of this is for a very specific purpose: to ensure that innovative technologies in the field of health are accessible to all patients. This means that all companies developing «first in class» technologies can see their products develop all the way to the clinic and to the patient, and all of this in Europe!

Interview with Cédric Moreau, member of the HealthTech For Care board and Partner at Sofinnova Partners



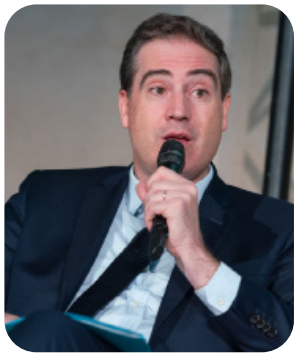
It has been great to be here exchanging with our peers from pharma, biotech, medtech, digital medicine, and fellow investors.
Some of the highlights for me were the roundtables, where we were able to address the real challenges -- but also the opportunities -- that we have in the sector, the challenges on regulation, the new pharmaceutical package, but also the prices, the lack of harmonization in Europe, competition, etc. It was really interesting to get feedback from different people and perspectives from the industry to address these topics.

At the same time it was inspiring also to see all this innovation, especially in the world of AI and digital medicine, with all these solutions that could improve productivity in our sector and offer new solutions for patients. We all know patients must be at the center of our efforts - that is really the key motto and the key objective of these HTIDs.

Another highlight was the panel discussion about what's going on with metabolism and obesity, with this diabetes drug, which is the holy grail for the pharmaceutical industry. It's very inspiring and very exciting to hear about the new opportunities for the sector.
As investors and sponsors since the very beginning, we are very happy to support this historic HTID. It's a key event, very effective when it comes to meeting pharmaceutical companies sharing our deal flow and understanding what the needs are in terms of platforms, in terms of products. Chatting with CEOs, CFOs in a very cool way and in a very inspiring place is a great way to fuel our deal flow.

In the current context we need to hear all the opinions and combine our efforts to continue to move forward, to develop our ecosystem, particularly in Europe. And we think it's the perfect event to do this.
We will definitely be there for the sixth edition next year. I'm already excited to share new panels discussions and hopefully new opportunities once again.

Participation of Olivier Becht, Minister Delegate for Foreign Trade, Economic Attractiveness, and French Nationals abroad.



Olivier Becht underlined the importance of the efforts made, in a very competitive environment, to secure the presence of French SMEs and the French pharmaceutical industry in the global battle in the sectors of health, digital care, medical technologies and biotechnologies.
He is aware that we must improve, in France and in Europe, our position in this battle and he wants to give us the impetus and the means, the financial means, with the European Union, with the EIB, with the FEI and the FEB, to be competitive at this level and, to a certain extent, to be more efficient than the American and Chinese industries.

European economic & societal burden

Interview with Christian Pierret, French former Minister for Industry
Roundtable « How macro-economic forces are shaping European healthcare innovation»

Until now, the European Union and the United States have not played in the same league when it comes to financing and efficiency of life sciences in the global market.
This roundtable recognized this fact, and all participants recognized the EU's capacity to be resilient and to strengthen its efforts and the very way in which it bases its capacity to manage, for example, emergency situations. Thus, with around 500 million euros thanks to its tremendous dynamism, the EIB supported the economic crisis linked to COVID for two years.
During the COVID crisis, about 100 companies with more than two billion euros engaged.
And, at the end this roundtable, we were confident that we have the means and the capacity and the will, all European taken as a whole entity, to define a kind of health policy, as we have energy policy, for instance, and to find a way to be more resilient, matching the competition between China and US on one side and Europe on the other side.

We have champions, we have dynamic entities, we have good cooperation between universities, laboratories, companies, researchers, R&D bodies and so on, and with these wonderful tools, we should be confident and optimistic.

Speakers on this roundtable

Christian PIERRET, French Former Minister for Industry (moderator)
Dr. Dana BURDUJA, Head of Life Sciences and Health division, European Investment Bank
Olga SOLOMON, Acting Director DPT, Medical Products and Innovation, DG Santé-European commission
Bernard SPITZ, Chairman and Founder, BSC (Strategic Advisory)

Summary of Alain Godard's Keynote, CEO of the European Investment Fund for Digital Sovereignty
Introducing : European fund for digital sovereignty

He underscored the imperative for a more digital and disruptive approach in research and development (R&D). While launching a company, particularly in Europe and specifically in France, may be relatively straightforward for initial and second-round financing through VC securing adequate funding becomes more challenging at the crucial third stage. Many companies are forced to turn to the US NASDAQ, resulting in an unfavorable scenario where the entire economic value migrates from European soil to the American landscape.

Recognizing the severity of this issue and the need for intervention, a solution emerged in the form of the European Investment Fund for Digital Sovereignty, established at the outset of 2022 through collaborative efforts between the German and French heads of state, garnering support across Europe. The Union has allocated a substantial 3.8 billion euros to this well-endowed fund, marking a promising initiative to support phase three companies in need of financial backing to advance their endeavors.

Interview with Pierre Courteille, Chief Business Officer, Abivax
Roundtable «Entrepreneurs' strategies for success when navigating through rough waters»

The event acknowledged the current challenges facing healthtech companies. Factors like the geopolitical climate, economic uncertainties, and a cautious investment landscape, all of which have necessitated a shift in strategies. Companies are adapting by managing costs, exploring diverse funding options, and sometimes delaying important steps in their development.

Despite these difficulties, it's important to remember the cyclical and volatile nature of the healthtech markets. The potential for future attractiveness is high, though timing remains uncertain. Companies are advised to be prudent with their cash flow runway to navigate this current tough period.

Significant discussions at HTID included strategies to bolster the healthtech ecosystem, such as introducing European tax incentives for investors and significantly expanding the European innovation funding policy. Further action, like allocating a part of European's life insurance funds to innovation, could inject billions of euros in the sector. A mere 1% allocation of French Life insurance funds could inject 20 billion euros into the French healthtech innovation sector.

Speakers on this roundtable

Pierre COURTEILLE, CBO, Abivax (moderator)
Benoit VAN DEN HOVE, CEO Euronext Brussels
Enrique CLAVEROL-TINTURE, Head of the Medical Technologies Programme, European Innovation Council, European Commission
Olivier TAELMAN, CEO, Nyxoah

Summary of Olivier Girard's keynote, Head of Unit, Medical Counter-Measures, European Commission
"Introducing HERA missions (Health Emergency Preparedness and Response Authority)"

HERA is the child of the COViD-19 crisis, and it can be defined as a new player in the industrial ecosystem when it comes to biotechs, to medicine, to medical technologies. The Covid-19 crisis told us that regulation is important, but regulation is not enough, the fight against health crises is an industrial challenge!

The mandate of HERA covers three priorities, pathogens of pandemic nature, antimicrobial resistance, and chemical biological nuclear and radiological threats … for this purpose we have been given a budget of 6 billion euros until 2026.

We have two modes of operation, preparedness mode and crisis mode.
We have also a very strong research and innovation mandate, we are relying on the Horizon Europe, the EU for Health program and a new financial instrument which is HERA Invest developed together with EIB to finance medical countermeasures and establish strategic stockpiles.

We are targeting SMEs and start-ups based in Europe that are coming with innovative ideas and bringing our support on the condition that 50% comes from the private sector. We want to be able to deliver our first investment contracts in the coming months.

Interview with Siham Imani, Executive Vice President Corporate Strategy & Business Development, Servier
Roundtable «Making the EU a more attractive playground now and for the future»

This very lively roundtable was a great opportunity to share viewpoints on how the future EU pharma legislation could contribute to making Europe a more attractive playground for investors and life-sciences companies.
The current EU legislation, prior to the review, includes incentives such as market exclusivity for orphan medicines per-indication and generated a strong confidence in the EU market. The proposed draft triggers greater uncertainty and unfortunately reinforces doubts over R&D investments in Europe as it will bring more constraints in terms of market exclusivity and data protection.
Pharma companies, such as Servier, invest highly in Europe whether in R&D, through partnerships, or in manufacturing capabilities, and therefore need long-term visibility on the modalities to recoup their investments and further nurture innovations to the benefit of patients.

We also discussed the challenge of launching a medicine or healthcare service across all 27 countries at the same time. Having to launch across all countries is not only up to the healthcare companies. The review of the legislation currently foresees an obligation to launch in all member states within two years following the Marketing Authorization Approval. This would require to simultaneously manage filing, including pricing and reimbursement, with every member state separately and negotiating with local payers in a short timeframe. However, none of these local launches are in the industry's control only, it results from the negotiations between local authorities and healthcare companies, with some countries requiring for negotiations in other countries to be over before starting their own.

Even though there is a European framework, it is a complex environment for pharma companies to operate in, and it may even be more complicated for smaller healthcare companies, with limited resources, as the level of uncertainty increases from an investment perspective.
The industry must remain resilient throughout the long cycle of a molecule's development and needs an attractive environment to ensure its medicines are accessible to patients. Alternatively, as already highlighted by CEOs of other pharma companies this new legislation could negatively impact the geographic presence of pharmaceutical companies in Europe. It could affect the European presence of headquarters, R&D centers, medical and commercial operations, with only a few countries offering attractive scientific and economic conditions to talented employees as well as a good return on investment for high quality companies.

We must continue to make it easier for healthcare companies to bring innovations to patients in Europe. This is why we need an attractive and competitive framework – which is one of the key takeaways of our discussion. To bring innovation to patients we need simplification, a good balance of obligations and incentives, such as tax regimes to attract investors and companies, as well as an attractive and dynamic European ecosystem.
We do hope that an even more open dialogue between all European healthcare stakeholders will improve the attractivity of the continent to the ultimate benefit of patients. To succeed, a global mindset including talents and companies must be established in Europe!

Speakers on this roundtable

Stephanie LEOUZON, Managing Director, Stifel's Global Healthcare Group (moderator)
Siham IMANI, Executive Vice President Corporate Strategy & Business Development, Servier
Cédric MOREAU, Partner, Sofinnova Partners
Rainer WESTERMANN, Chairman, Life Sciences Acceleration Alliance

Interviews with Anne-France MOREAU, Life Sciences Partner, McDermott Will & Emery
and Elena Collucelli, Managing Partner, Healthcare M&A, focus on mid cap, Rothschild & Co
Roundtable «Innovative new licensing and M&A deals in healthtech»

Reflecting on the recent roundtable discussion, I found it remarkably intriguing to gather individuals with diverse perspectives on the topic. The assembly included high-profile figures from investment banking, offering a keen insight into economic trends and market transactions. We delved into the transactional aspects, exploring financing nuances, and welcomed entrepreneurs and CEOs from the biotech and digital health sectors—two cutting-edge realms within the pharmaceutical landscape.

The convergence of these diverse viewpoints was enlightening. Amidst the dialogue, I couldn't help but acknowledge the significance of delivering a positive message, particularly given the challenges faced in biotech financing throughout 2023. The decline in deal numbers, a shift towards pre-clinical licensing, and a pronounced focus on data-driven companies in M&A have created a financing landscape where some players find it challenging to secure funding.

However, amidst these challenges, it was crucial to convey our optimism for the latter half of 2024. Forecasts suggest increased activity and improved fluidity in the financing landscape, largely attributed to the continued abundance of liquidity. Although there has been a noticeable rise in investor risk aversion and a growing interest in alternative investments like bonds, the available liquidity suggests that substantial funds still seek worthy projects.
We emphasized that, beyond the pharmaceutical sector, digital health and medtech ventures are poised to benefit from these available funds. The key takeaway is that despite the changing risk landscape and shifting investor interests, there remains ample liquidity seeking innovative and promising projects. Our hope is that, in our discussion, we were able to instill positivity and provide valuable insights on navigating the evolving financing space in 2024.

The market conditions are really challenging, but we have a lot of innovation trends in all sub segments of the healthcare industry. And with HERA and other regulatory environment, we have a lot of challenges, but we have a lot of opportunities as well and we have a lot of support from the European Commission.

For instance with EIC and, it was very interesting to have Iordanis Arzimanoglou with us in this panel in order to understand what is the role and the support of such EIC funds, the intent and, at the end the challenge for biotech and digital health companies in order to understand the regulatory environment and so, I believe that we must remain optimist for the next year.

Speakers on this roundtable

Anne-France MOREAU, Life Sciences Partner, McDermott Will & Emery (moderator)
Iordanis ARZIMANOGLOU, Programme Manager for Health and Biotechnology, European Innovation Council, European Commission
Elena COLLUCCELLI-GUERIN, Managing Partner, Healthcare M&A, focus on mid cap, Rothschild & Co
Antoine KHALLOUF, Director- Healthcare Group, Rothschild&Co
Nicolas POIRIER, Chief Executive Officer & Chief Scientific Officer, OSE Immunotherapeutics
Hubert CHAPERON, Chief Strategy Officer, Owkin

Development for Healthcare companies

Interview with Guillaume Morelli, Head of Listing France, Spain & Portugal, Euronext

Roundtable «Crossed views: Supporting the growth of HealthTech companies to enhance innovation to the benefit of patients»

Over the last 10 years, Euronext has emerged as the largest exchange for all tech in Europe, capturing approximately 50% market share. Two main factors contribute to this leading position.

Firstly, the quality of the ecosystem for innovative healthtech companies in Europe has significantly improved, driven especially by substantial investments from public funds in this sector.
Secondly, Euronext's extensive liquidity pool positions it strongly to attract investors from around the world, including both European and US investors. And we should not underestimate the significant appetite from retail investors in this field.
The primary advice for entrepreneurs considering an IPO is first of all to get prepared. In today's landscape, numerous bridges connect the public and the private equity worlds. For instance, we annually host IPOready, our encompassing pre-IPO program tailored for businesses poised to take the next step towards going public. This 6-month pre-IPO educational program provides executives with the tools and insights they need to achieve a successful IPO.

IPOready introduces participants to experts for IPO preparation, CEOs of listed companies for best practices sharing, and investors to provide a better understanding of the public equity ecosystem.
The second piece of advice is to remain as ambitious as possible. The key distinction between the private equity world and the public market lies in the different perspectives of VCs compared to public investors.
While VCs often advocate for a singular focus on a specific product or to put all your money and efforts on one particular molecule, the public equity market expects more. It requires a company to not only be innovating, but to be a true innovator. This entails not only having a strong pipeline but also proving the ability to replicate successes in the future.

Lastly, we all know that 2022 was a difficult year for the healthtech industry, especially regarding funding. But there are clear signals of improvement in 2023-2024. For example, in Europe, the amounts raised in the sector increased by 40% so far this year compared to last year. What's more, we have a significant number of mega deals with more than 10 European listed healthtech companies that raised more than €100 million in 2023.

In this context, we recommend to not only being prepared and ambitious, but also adopting a somewhat tactical approach. We understand that conducting an IPO can be complex, especially in identifying the best window of opportunity. Therefore, we advise you to get listed as soon as you are ready, even if you don't need money immediately. By raising what you can, you will improve your ability to secure more capital faster later on. This is because it is much easier for listed companies to raise a significant amount of capital thanks to the diverse funding options available compared to non-listed companies. I also believe that, in the years to come, competition for capital will be a key success factor for the most ambitious healthtech companies.

Speakers on this roundtable

Guillaume MORELLI, Head of Listing France, Spain & Portugal, Euronext
Gilles AVENARD, CEO, Acticor Biotech

Interview with Philippe Lopes-Fernandes, Executive Vice President, Chief Business Officer, Ipsen

Roundtable «Can Biotech succed outisde Boston?»

We recently hosted an engaging panel discussion with a provocative theme: "Can biotech succeed outside of Boston?" Here in the heart of Europe, in Paris, there's ample evidence to prove it is absolutely possible. It is important to also acknowledge however, that Boston is not without its imperfections. As someone who resides in Boston, I can attest to that.

There is a wealth of innovation occurring in France and across Europe that has the potential to transcend continental borders and benefit patients worldwide. Regrettably, as of today we aren't harnessing this potential to its fullest extent, and not enough biotech companies are emerging to develop these groundbreaking innovations.

During our discussions at HTID this October, we explored ways to expedite this process and overcome the barriers that stand in the way of establishing a robust European biotech ecosystem. We have a rich reservoir of innovation within our research centers, including CNRS and INSERM, as well as across our universities.
We also possess a talented workforce eager to contribute to this cause. Nevertheless, the path is often convoluted, especially in Europe, where creating companies, particularly in the high-risk biotech sector, can seem like an insurmountable challenge.

Lise Alter spoke about her team's efforts to simplify and expedite this process, eliminating any unnecessary barriers. The "France 2030" initiative created ecosystems and clusters with a formidable ambition, backed by a substantial financial commitment of 7.5 billion from the government. Now, the imperative is to unite all stakeholders in the ecosystem, including established entities like Ipsen and Genfit, state innovation agencies, and academic centers, to foster collaboration.

Our goal is to elevate the ecosystem and ensure that France maintains its status as a beacon of innovation in healthcare, a legacy that spans decades and even centuries. The venerable institution of Hôtel-Dieu, nearly 1,400 years old, serves as a testament to society's enduring commitment to healthcare innovation.

France has always been a crucible of healthcare innovation, and it's incumbent upon us to translate our assets into global solutions that benefit patients worldwide. We understand that this journey will be arduous, fraught with numerous challenges, and characterized by more failures than successes. Yet, the beauty of failure in biotechnology lies in the lessons it imparts, guiding us away from unproductive paths and revealing where human biology diverges from in vitro expectations.

We must be prepared to confront failure and the inevitability of setbacks. Our mission is clear: we can enhance the well-being of billions of people globally through French and European innovation. Let's unite our efforts and collaborate across the entire ecosystem to transform this vision into reality.

Speakers on this roundtable

Philippe LOPES-FERNANDES, Executive Vice President, Chief Business Officer, Ipsen
Pascal PRIGENT, Chief Executive Officer, GENFIT
Lise ALTER, General Director, Agence Innovation Santé
Rodolphe Clerval, Chief Executive Officer, Coave Tx

Interview with Eric Halioua, Chief Executive Officer of PDC*Line Pharma

Roundtable «Unlocking opportunities in Asia for European healthtech companies»

I participated in the roundtable on Asia and the opportunities on Asian market. I think it was interesting because we had the point of view from experts of the three key markets in Asia today: Chinese, Japanese, and South Korean. We had representatives from each of these markets.

Personally, I was more involved in the South Korean one because as you know, we have already six South Korean investors as shareholders in our company, and we have signed a licensing deal with LG-Chem Life Sciences, the life sciences division of the South Korean conglomerate LG.

The key insights were to show and underly the opportunities existing today in China, Japan, South Korea, and Asia in general. There are investments that are available in these countries even in current market conditions for European companies but, of course, access to these funds require experience, network and patience! Not as easy as the European one, but it's still feasible if a clear strategy and actions plan is implemented. I'm one of the examples.

During the roundtable we had a representative from Newton BioCapital that is as well doing investment in Europe and Japan and is also promoting investment of Japanese investors in Europe. So, I think this trend in terms of investment and partnership is growing. It has been clearly exemplified during the panel.

China is a country that remains at the forefront in Asia even if the country is facing a slowing economy this year. Over the last 5 years several large investments were done by Chine VCs fund to European companies, the flux of investment is lower this year but still existing. There are many opportunities in which Chinese investors and Chinese pharmaceutical companies are still investing heavily. Of course, you must invest time, screen the best opportunity and understand the culture. In the context of current political relationships between USA and China, it is easier for European Biotechnologies companies to get Chinese fundings.

How to manage each of these cultures is also important. We talk about Asia like we talk about Europe, but in Asia, Japan, South Korea, and China have very different cultures and the way of approaching people and doing business is not the same. You really must spend time to understand, and I think that this topic was well delineated and explained during the panel. For each country politeness does not have the same definitions. Speed in answering an e-mail can be an important factor in some Asian countries.

For example, in South Korea, if you don't respond to an e-mail the same day, it is considered very rude. So, you must have that in mind all these elements and be prepared, if you want to avoid making mistakes and be successful in making a deal or build a good relationship. Asian partners would put a lot of value on the fact that you have invested time to understand and consider those kinds of subtleties, and I think that's one of the key elements that I would highlight after this panel.

Speakers on this roundtable

Marc DECHAMPS, Chief Executive Officer, Bioxodes
Eric HALIOUA, Chief Executive Officer, PDC*Line Pharma
Fleur PELLERIN, Founded Partner, Korelya Capital
Eric DE LA FORTELLE, Managing Partner, Cathay Health
Philippe DE BACKER, Senior Partner, Newton BioCapital

Interview with Jenny Yip, Managing Partner, Adjuvant Capital
Roundtable «Strengthening diversity among all stakeholders: an opportunity and an imperative»

Well, first of all, thank you to the organizers for including me in this roundtable, I thought it was actually quite an interesting choice to use the term “diversity” in the title instead of “woman” like last year. I wasn’t in the room this year unfortunately, but it’s wonderful to see how a slight name change can generate more interest!

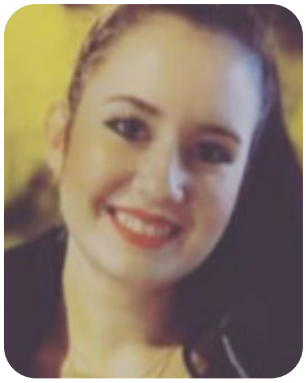
I welcomed the diversity on the panel from CEOs to investors like me and everyone in between. But I would like to see, next time, a little more diversity on the panel as well as I believe that diversity is something we should ALL be valuing, not just women.

We have come a long way and female investors like me stand on the shoulders of the giants of generations of women and men who have been our advocates before me. I hope that in the future there will be a next generation of women who can stand on my shoulders to continue this work.

Speakers on this roundtable

Anais LE CORVEC, Co-Founder, Cliclab Transformative Agent
Beatrice CHEMLA, CEO & Co-founder, IMMA.Health
Jenny YIP, Managing Partner, Adjuvant Capital
Elisabeth DEL VALLE, Co-founder & CEO, Onalabs
Jessica MATOUA-DAVID, Co-founder, Nemow group think tank

Innovation in healthcare



Interview with Mia Bajramagic, IDF Europe Project Coordinator, Physician, Patient Advocate
Roundtable «From prevention to treatments together with patients»

I think the take-home message from the roundtable would be that at this roundtable you had representatives from the clinical side, you had industry, you had funding and you had the patient representative, so all the types of pieces of the puzzle in the whole scenario and all parts of the story.

So, what's really cool is that it shows that medicine and industry are moving in a positive direction because all these parts add up to a success story in the end, which if you look at the historical development of medicine or technological development, always shows you a gap. You always had a fabulous product, but the success rate wasn't necessarily linear. It is most commonly seen in the long-term treatment of chronic illnesses, and usually because all of these are usually left unaffected or untreated. In addition, patients have always been a bit in the shadows. You are treating patients, but patient representatives have always been pushed to the side, now they are actually part of the story and the development of future treatments, drugs, or clinical trials which lead to treatment protocols. So, it's a good thing to be part of it because it's a very positive new era and I think we will have a high success rate if we look at what has been done before.

Perhaps just a question: you said previously that Industry, pharma, and biotech are improving, can you be a little bit more precise, what are the areas in in which you think they improved? And is it primarily a change in what they are doing? Or a change in the mindset? Or both.

This question is actually very helpful in focusing my mind and direction. In fact, because, and I'll give you some concrete examples, I work in the world of diabetes, I can only speak on its behalf. Before, the industry was developing a drug or a protocol or a technology, but without necessarily asking patients, is this really what you need? I can give you a concrete example, I'm currently working on a project where we as IDF Europe lead a patient expert panel. So, this project looks at clinical trial protocols, decentralized clinical trials and the representative panel of patients has been working on the trial for three years now in a way that the scientific team or the clinical team had not imagined. They somehow flagged a potential error or problem before it happened during the trial design. As a concrete example, in the trial, patients with type 2 diabetes on basal insulin only, were initially asked to check their blood sugar 6 times a day and record it in a logbook, which is actually too much because in reality these patients don't check their blood sugar as often. The patient representative panel said there could be a significant dropout rate because patients could be overwhelmed by this requirement that they putting on them. And the core team that was designing the trial said, "Okay, thanks," and they changed the design. In fact, it was an improvement in communication and something they will monitor in the future. So that's my point.

Speakers on this roundtable

Anaïs LE CORVEC, Co-Founder, Cliclab Transformative Agent (moderator)
Alain HERRERA, Oncologist & Hematologist (moderator)
Mia BAJRAMAGIC, IDF Europe Project Coordinator, Physician, Patient Advocate
Cristina NICULESCU, Senior Lifescience Specialist, European Investment Bank
Meritxell TEIXIDO, CEO and Co-founder, Gate2Brain

Interview with Gabriela APIOU, Massachusetts General Hospital, Harvard Medical School

Roundtable «Virtual universe in healthtech, what does it bring to patients?»

What I find most noteworthy about the panel is our successful assembly of speakers from diverse backgrounds, encompassing distinct training, educational paths, geographic locations, and language proficiencies. Each speaker shared a compelling narrative about their journey into the realm of virtual reality, detailing its applications and providing unique perspectives. Notably, these individuals hail from four distinct environments.

Initially, the discussion delved into the marketing landscape surrounding new virtual reality applications for patients. Subsequently, we explored how engineering companies are strategically shifting towards healthcare applications, recognizing the immense potential and future business prospects in this domain.
The conversation then transitioned to the realm of university science and engineering research, where we discovered emerging companies and their contributions. Finally, we delved into the perspective of medical professionals who embrace virtual reality as a means to enhance patient care.

This diversity in backgrounds and perspectives was not only relevant but also intriguing. A common thread throughout the roundtable discussion was the dual challenge and opportunity surrounding the confidentiality of health data ownership for patients. Additionally, there was a collective recognition of the delicate balance required between machine and human involvement. These crucial considerations underscore that we are still at the nascent stages of this emerging field, navigating uncharted waters.

Looking ahead, the panel anticipates the growth of this field and the development of ethical frameworks. These frameworks will serve to anchor our focus on the overarching goal: advancing healthcare solutions to enhance the lives of patients.

Speakers on this roundtable

Gabriela APIOU, Massachusetts General Hospital, Harvard Medical School (moderator)
Alon WOLF, Technion Israel Institute of Technology
Anca PETRE, Medrise Studio
David BINDER, Massachusetts General Hospital, Harvard Medical School
Myriam BEAVES, Dassault Systèmes

Summary of the keynote of Christoph Uber, co-founder BioNTech SE and TRON GmbH

Introducing: Translating science into survival, reporting on the evolution of the immunotherapy hub

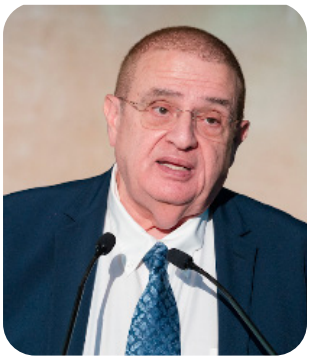
The story of the development of science-driven immunotherapy led from basic academic discovery to the approval of a number of drugs. Around 1990, I was appointed chairman of the clinic department with the dream to found a science-driven immunotherapy hub including translation to bring drugs to cover unmet medical needs. In the early 90's, we were very to believe in cancer immunotherapy!

We were very much focused on antigen discovery, tumor antigens in particular, and as targets are very individualized, we had to move to personalized medicine. But, translating preclinical research into drugs requires more than a university usually can do, so, we started in 2001 to establish spin-off companies, Immunogenics was the first.

In a nutshell, highly committed people who really have passion and mission can, with multiple cutting-edge innovation, do spin-off companies, develop products to get approval and marketing, generate revenues to start new innovation cycle, I am aware this is a trivial message.
Basic science, people and passion give you wins to change a numerous of situations.

Interview with Federico GOODSAID, SVP Regulatory Affairs at Ariana Pharma

Roundtable «Oncology: new tools to optimize therapeutic solution development from discovery to lifecycle management»



Our recent roundtable served as a comprehensive overview of the current landscape in Oncology therapy, highlighting advancements previously unavailable. Beyond merely discussing innovative tools, the panel provided practical demonstrations of how these tools impact clinical trials. The inclusion of a patient's perspective added a poignant dimension, shedding light on outcomes that can be detrimental in various ways. Overall, the roundtable presented an assertive evaluation of the successes and shortcomings in clinical trials for new Oncology therapies.

The pharmaceutical industry's perspective was explored, emphasizing the extensive use of diverse tools, including artificial intelligence and machine learning, in refining clinical trial designs. While not groundbreaking news, this approach has been a longstanding practice.

My presentation for Ariana delved into the challenges of implementing precision medicine in Oncology. The first half focused on acquiring biomarkers for patient selection, aiming to identify those likely to benefit from therapy while sparing others from unnecessary side effects. Notably, the removal of an entire class of Oncology drugs, known as PI3K, from the market last year underscored the importance of this patient-centric approach. Confirmatory trials revealed that more individuals died from the treatment than the standard of care.

In response, the FDA initiated the Optimus project, aiming to reduce drug doses to mitigate safety concerns. However, this approach is not foolproof, as the reasons behind patient deaths remain unclear. Collaborating with the FDA, our ongoing project at Ariana seeks to identify biomarkers of safety. The ultimate goal is to develop a set of indicators, similar to those for efficacy, that can pinpoint patients at risk of catastrophic outcomes in clinical trials. This marks the beginning of an important endeavor to enhance the safety and precision of Oncology therapies.

Speakers on this roundtable

Thierry ANDRE, Medical Oncologist, PU-PH, chef de service, Hôpital Saint Antoine, APHP (moderator)
Marc BUYSE, Chief Scientific Officer, IDDI and CluePoints
Samer EL BAWAB, Global Head of Quantitative Pharmacology, Servier
Cyril SARRAUSTE, Partner Patient, co-manager of MRCCR, subsidiary of « Patients en réseau » association
Federico GOODSAID, SVP Regulatory Affairs at Ariana Pharma

Interview with Max HERZBERG, Chairman, Vidac Pharma
Roundtable «Non violent therapies : Toposteric effect»

This roundtable presented a new concept, a new paradigm in the search for new drugs and particularly against cancer. The idea that we called "toposteric effect" is that it is not always necessary to use toxic agents to fight cancer, because the collateral damage caused, for example, by conventional chemotherapy, is very high. And actually, the idea is that if you could just move factors or proteins that are in the wrong place, onto the wrong anchor point, you'll get the same effect, or even better, than trying to destroy them.

During this roundtable we presented data from four different researchers, covering four different horizons in biology and for some of which having already clinical proof that it is working. This is the case for company Vidac Pharma, who demonstrated that we could reverse what is called the Warburg effect, changing the tumor microenvironment, and bringing back cells to normal metabolism.

We also had one of the experts in what is called mislocalization or mislocation, Dr. Link a German scientist working in Spain and Portugal, and who demonstrated that by changing the place of some transcription factor we could have a better longevity for cells.
Then, Liora Aharonov, coming also from Israel from the company EMRIS, brought something which is extremely interesting. By locally blocking the binding site of EGFR drugs which are used in cancer, you can also block a terrible toxicity, skin toxicity, which results from the treatment, so that people can be treated, but with no damage, no collateral damage.

And finally, we have a very nice and interesting work presentation by Laetitia Linares from France, who showed the multiple possibilities of mutants of P53, which is one of the main factors in cancer. These mutant factors can bind to different places and depending on the place they bind you have different effects.

All together, we have a concept validated in different situations with some clinical proof in at least two diseases.
I think that this was really a very interesting roundtable. First, the scientists and the representatives of companies were great. But it was also very interesting for some of the participants from the audience because there were many questions and many interactions before and after this roundtable. And we call it "nonviolent", because, in fact what you try to do is not to have collateral damage. I think that this is in general the story of this roundtable and I was very glad to be able to present it.

Speakers on this roundtable

Max HERZBERG, Chairman, Vidac Pharma (moderator)
Wolfgang LINK, Spanish National Research Council (CSIC), Institute of Biomedical Research Alberto Sols
Laetitia LINARES, PhD MetaSarc, Metabolism and sarcoma IRCM, Montpellier INSERM U1194
Lyora AHARONOV, co-founder and CEO, EMRIS Pharma

A look back on the second edition of the pitch sessions

Eric Falcand, Chief Executive Officer of Neopharmed Gentili

For the second year of this pitch exercise, it was really enjoyable to see an even higher quality of the projects and of the presentations themselves:
We could already see major improvements. The strong points of previous year's session remain, ie:

1. The variety of the topics and of the selected companies: biotechs, medtechs, digital health,
2. The European and International focus, thanks to the various European clusters involved in the selection,
3. The short format with a limited presentation time obligating the company to go straight to the key points,
4. The Q/A at the end of each presentation to clarify some aspects.

What has really improved is the evaluation grid. The format was enhanced so that it has obviously helped the company to better understand what is expected from the Jury while preparing their presentation. It helped the Jury to go straight to critical points during the short Q/A; and the new scoring system contributed to smooth out the inherent differences between projects in terms of stage of development or type of activities (biotech, medtech, digital).

As well, each Jury for each of the sessions were selected to fully understand and contribute to the projects presented and be fair in their evaluation.
Finally, the Award Ceremony has been upgraded to include the participation of an external prestigious guest to make it memorable. Nominees and award winners went on stage to get their prizes, enhancing recognition and communication.

Overall, these pitch sessions are gaining maturity and I look forward to the next edition.

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22 companies from 8 European countries from the Biotech, Medtech, Innovative Services & Digital Health sectors, selected by European clusters, presented their innovation to a jury composed of HTFC sponsors and the HTID health innovation ecosystem.

AlzProtect – Therapeutic Solutions for Neurodegeneration
BENEVIRA
BioMAdvanced® Diagnostics
BrightHeart
Byteflies
CALEETECH – enjoy your food without regrets
Elmedix
EndoteliX – SWISS BIOTECH
ExeVir
Glycanostics® – Sweet Spot FOR Diagnostics
HekeTiss
iLOF
IMMA
immune ADVICE – SPOTLIGHT YOUR IMMUNE RESPONSE
ImmuneWatch
MyNeo
neuroClues
NovaSight
ODROA
previa MEDICAL
YORE
xsensio

Winners of the second edition

Replay

NeuroClues (https://neuroclues.com/) is a MedTech startup aiming to become the brain's stethoscope. Our platform leverages eye-tracking technology to provide non-invasive, simple, and robust biomarkers to detect cognitive and neurological disorders, like Parkinson's Disease, 10x faster than current methodologies.

«Pitching in front of a panel of industry experts and peer is a challenging and rewarding experience. On top of this, winning the pitch at the HealthTech Innovation Days (HTID) was exhilarating... It allowed us to be proud of our accomplishments. This prestigious "HealthTech For Care Innovation Award" has not only recognized our innovative solution, but also opened doors to privileged connections with HTFC sponsors and network of investors allowing increasing our visibility. It's a major achievement for us!» Antoine Pouppez, CEO of NeuroClues

PREVIA is a digital biomarker platform designed to predict and prevent vital emergencies in the hospital environment. Compatible with all major medical records, it analyzes data from thousands of patients in real time and accurately identifies at-risk patients. The first SEPSI-SCORE biomarker, certified as a medical device in 2021, provides early warning of sepsis up to 48 hours before the first symptoms appear. Thanks to this precise warning, healthcare professionals can start treatment earlier, optimizing hospital resources and increasing patients' chances of survival.

YORE is a biotechnological solution for fast, complete, and painless tattoo removal without damaging the skin. The four co-founders, Elisa Moretti, Niccolo' Carlino, Andrea Dalle Grave, and Nicolo' Zecchinelli, are collaborating with the University of Trento (Italy) to solve a problem that affects 24 million people in Europe and the USA alone.

«The pitch session provided an exceptional opportunity to engage with top startups and receive invaluable feedback from international investors and industry experts.»
Elisa Moretti, CEO & Co-founder of Yore

We would like to thank Alison Munro for her involvement as a coach for the pitching companies. She brought her expertise and took the time before the HTID to help the companies with their presentations.

Our Sponsors

Conclusion

Pierre Courteille, Chief Business Officer of Abivax,
President of HealthTech For Care

The fifth HealthTech Innovation Days (HTID) edition was a resounding success, marked by productive one-on-one meetings between investors and healthtech companies as well as a pitch competition, showcasing some of the most innovative European healthtech companies. These companies were meticulously selected by European clusters, highlighting the burgeoning talent and breakthrough innovations in our healthcare technology sector. A key development of the event was the inclusion of early-stage healthtech companies, reflecting the growing funding challenges (currently facing the sector) in Europe. This inclusion brought a new dimension of creativity and innovation to the event.
High-level roundtables were another standout feature, addressing current and critical topics in health technology. The presence of distinguished speakers facilitated in-depth discussions, leading to valuable conclusions that offer practical solutions to pressing challenges in the sector.
HTID's unique networking environment, bringing together a diverse range of stakeholders, including investors, researchers to and patients, created a dynamic space for open dialogue. The relaxed atmosphere, enhanced by enjoyable social elements like cocktail gatherings, allowed for meaningful interactions and free exchange of ideas.

In summary, this edition not only celebrated the successes within the European healthtech ecosystem but also addressed its upcoming challenges with a pragmatic approach. It provided valuable insights and strategies for the future, emphasizing the goal to expediently deliver innovative therapies to European patients. This focus underscores HTID's commitment to advancing health technology and improving patient care across Europe.

Finally, I would like to extend my heartfelt thanks to the French government, the European Commission, the European healthtech associations and clusters for their support. Additionally, I deeply appreciate the commitment of our sponsors. Their unwavering dedication was instrumental in making this event a reality. Without their combined efforts, such an achievement would not have been possible.

We are looking forward to seeing you in 2024.

Get involved!

To implement all actions of public interest, we seek your dedication and backing.

Your support for HTFC is a pivotal asset in facilitating our efforts to progress discussions throughout the entire value chain of the healthcare ecosystem in Europe and to deliver innovative solutions to patients.

Together, we have the potential to enhance access to care for all citizens!

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